

Jase Iker

Account Manager

CONTACT

Email: Ja

Phone: 40

SKILLS

Relationship Building

Account Retention

Cold Prospecting

Sales Force CRM

Microsoft Office

Leadership

Public Speaking

EDUCATION

26 Credits / Political Sci.

University of Oklahoma
3.6 GPA

Transportation

Management Coordinator

US Army School of
Transportation, Fort Lee, VA

AWARDS

Leadership Award – LLR
Concepts, 2016

VIP Award (Top 5% Sales
Rep Nationwide) – AT&T
Sales Campaign, 2017

Semi Finalist Award – OU
Sweetheart Debate
Contest, 2016

RESUME OBJECTIVE

Account manager with 3 years of experience of exceeding sales targets, successful account retention, and proven leadership abilities. Seeking to leverage my current experience, desire to learn, and work ethic of steel to transition into a new industry and join the Wright Broadcasting team.

EXPERIENCE

Corporate Trainer

LLR Concepts, OKC, OK / December 2016 – June 2017

Senior Corporate Trainer

LLR Concepts, OKC, OK / June 2017 – April 2019

- Continued all Account Management responsibilities.
- Trained new Account Managers the sales process and presentation, sales software, and instill confidence in them.
- Plan and present sales meetings to educate and motivate sales team.
- Conducted interviews to acquire top talent and meet staffing goals.
- Set goals and expectation with team in order to drive production and hit client's sales goals.
- Attended meetings to advise on and plan company policy and growth goals.

Account Manager

LLR Concepts, OKC, OK / June 2016 – December 2016

- Acquired new telecommunication accounts using face to face presentations. Earned multiple awards for over performance.
- Managed and retained accounts by quickly resolving any issues and maintaining relationships with customers. Achieved +15% better than average account retention.
- Used Salesforce CRM to manage accounts.